

FASTWIN Admin | Deal Attribute Group Update - Microsoft Internet Explorer

http://andy/DealAttributeGroupUpdate

Attribute Group Update

Category ID Group ID Group Order Group Name

1:Deal Notes	17	1	Situation and Business Climate
1:Deal Notes	18	2	Other Deal Notes
2:Channel Conflict	11	1	Are there Multiple resellers bidding?
2:Channel Conflict	12	2	Is distributor getting fair margin?
2:Channel Conflict	13	3	Is reseller getting their margin?
2:Channel Conflict	14	4	Is there an HP EUSR involved
2:Channel Conflict	15	5	Who is driving the sales process?
2:Channel Conflict	16	6	Other Channel Conflict Notes
3:Customer Decision Criteria/Buying Trends	23	1	Additional Customer Information
3:Customer Decision Criteria/Buying Trends	26	2	Decision Maker
3:Customer Decision Criteria/Buying Trends	1	1	Product with Ultimate performance
3:Customer Decision Criteria/Buying Trends	8	4	Product with good enough performance
3:Customer Decision Criteria/Buying Trends	2	5	Lowest cost product only

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Exhibit D